

Introduction to Hearth Products and the Hearth Products Industry



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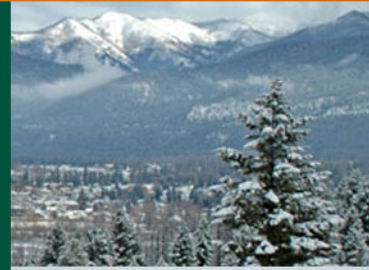
Brief History

- Modern Predecessors of this group
 - Fireplace Institute
 - Wood Energy Institute
 - Merged 1980 – Wood Heating Alliance
 - 1992 new name – Hearth Products Association (HPA)
 - 1994 Merged with Canadian group
 - 2002 merged with BIA to become Hearth, Patio & Barbecue Association



Industry Organization Part I

- Over 300 Manufacturers in Hearth Category – Heaters, Chimney, Tool sets,
- Under 75 make “appliances”
- Many use Distributors, or, Dealer Direct
- 2-4,000 retailers, exact # unknown
- Many products handled by Independent Representatives: i.e. “Reps”,
- Ace Hardware, etc, buy direct

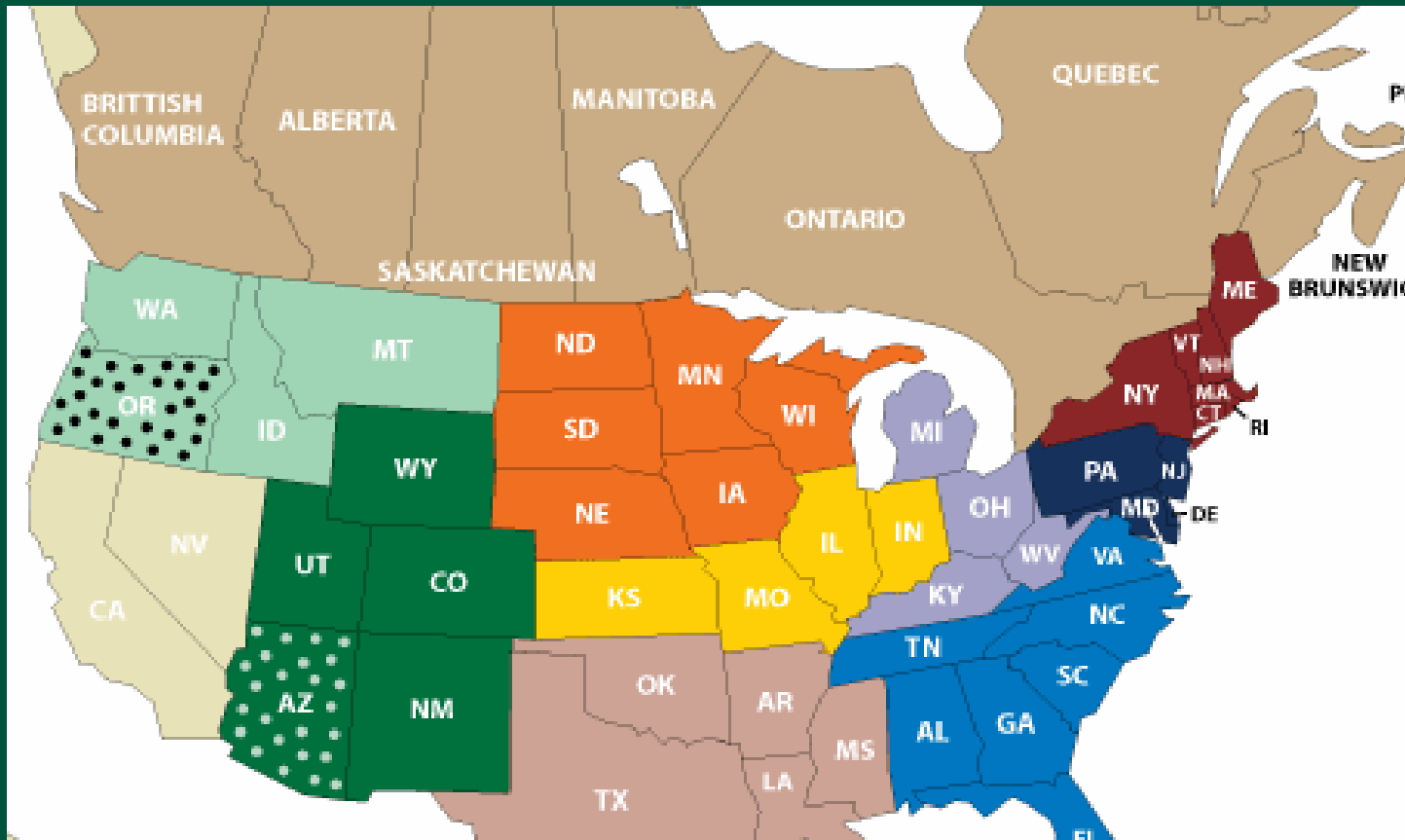


Industry Organizations Part II

- HPBA is Bi-National, North American
- Manufacturers hold membership in HPBA
- 12 US affiliates, Semi-Independent
- Small (Arizona) to Large (SE HBPA)
- Most with part time Executive Directors
- Affiliates organize retailers
- HPBA Canada – special situation – regional chapters, & APC



Local Hearth Associations



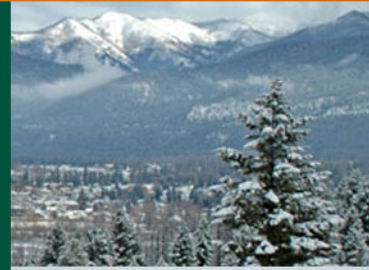
Ensuring Safe Installations

- Industry Established separate safety & education foundation 1981
- Now- Hearth, Patio, and Barbeque Foundation
- Separate Board of Directors in including reps from Code and Insurance organizations
- Parent of National Fireplace Institute
 - www.nficertified.org/



“Fuels” in Modern Hearth Products

- Wood – Cordwood, Pellet, Desified wood log- Manufactured Firelogs
- Gas – Natural Gas, and LP
- Electricity
- Fuel Oil
- Coal
- “Naturally Pelleted” i.e. Corn. etc



2 Major “Usage” Distinctions

- **Decorative Hearth Products**
 - Open Wood Fireplaces
 - Gas Logs for installation in a fireplace
 - Vented Gas Fireplaces
 - Electric Fireplaces
 - Manufactured Firelogs
- **Heating Hearth Products**
 - Wood Heaters (wood stoves)
 - Gas Heating Fireplaces
 - Oil, Corn, Pellet, Coal Heaters
 - Masonry Heaters
 - Central Heaters – Outdoor & Indoor



5 Major “Form Functions”

- Free standing Heater
- Fireplace Insert
- Log Set for Existing Fireplace
- Zero-Clearance (inbuilt)
- Furnaces – Indoor & Outdoor



Fireplaces-Majority are Factory Built



Woodstove-Freestanding, Insets, Zero Clearance



Wood Pellet & Corn Stoves



Heating Gas Fireplaces



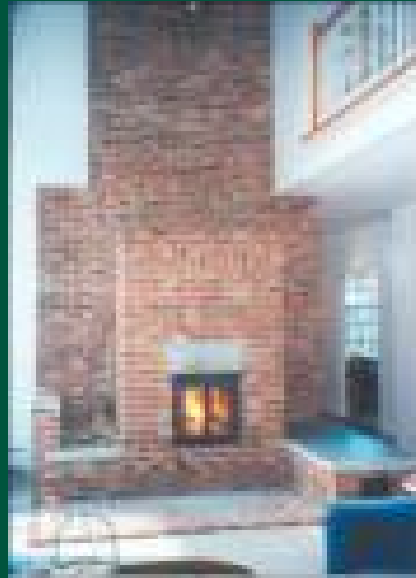
Vent-free Gas Heaters



Electric and Oil



Masonry Heaters



Central Furnaces



Clean Biomass Combustion

- “3Ts” – Time, Turbulence, Temperature
- Pellet Stoves,
 - Predictable fuel
 - Electric Fan forces Combustion air into Fire
 - “Carbureted” Fire
- Woodstoves & Furnaces – More Difficult!
 - Unpredictable fuel
 - Natural Draft



Concepts for all “EPA certified” Heaters

